

6/27/2006

My name is Tom Shannon and I am writing this letter in response to the new FTC proposal concerning rules regulating Business Opportunities. My wife and I are Independent Business Owners Affiliated with Quixtar Inc. We started our business about 7 years ago with the idea of making a couple hundred dollars a month to supplement our income. We currently make about \$3000 per month with our business enabling my wife to stay home full-time with our 2- year-old. We never imagined the positive impact this business would have on our lives. The training and mentorship we have received has been invaluable in not just our business but in many areas of our life.

Like many people, when we first heard of Quixtar we had our pre-conceived ideas about "that business". It has been my experience that due to a few "bad apples" in the industry, peoples' perceptions are often times negative, due to one reason or another, keeping them from really discovering the value of having their own business. I think that some guidelines defined by the FTC would be very positive and would not only help eliminate individuals from fraud and scams, but would also give credibility to those business opportunities that adhere to all rules and regulations set by the FTC.

I have included a couple of concerns/comments to hopefully help in defining such regulations. These are just some thoughts concerning different sections of the proposal.

- *7-day Waiting Period*

I recognize that it takes time to research and investigate something. Most of the people we have registered in business went through a process of getting info, going to meetings, asking questions. Etc. However, a persons' lack of knowledge/information to make a decision about the business has never been due to time/resources. Some people make decisions quicker than others. This delay would interrupt the flow of business.

- *List of References*

I strongly disagree with this section for a number of reasons.

- 1) Prospects can always meet and talk with others already involved at various meetings.
- 2) Neglects the references' privacy.
- 3) Prospect may want access to my sphere-of-influence for different motives.
- 4) We have a process in place that enables prospects to ask questions.
- 5) Strangers calling anytime of the day asking absurd questions.

I appreciate the opportunity to comment on some of the issues brought up in the proposal. I am very interested in eliminating the fraud going on and cleaning-up the image of the industry as a whole.

Sincerely,

Tom Shannon

Shannon Development